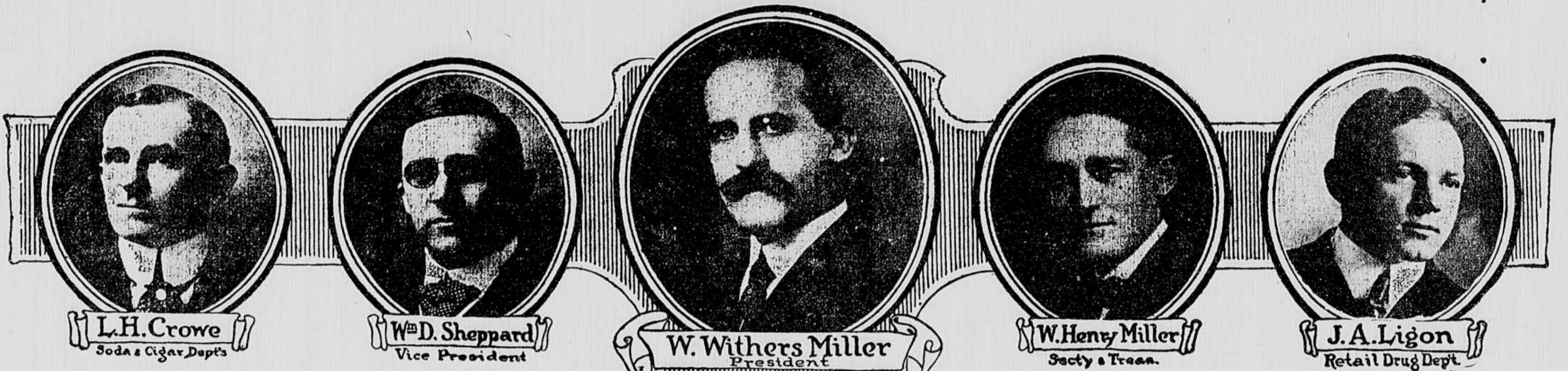


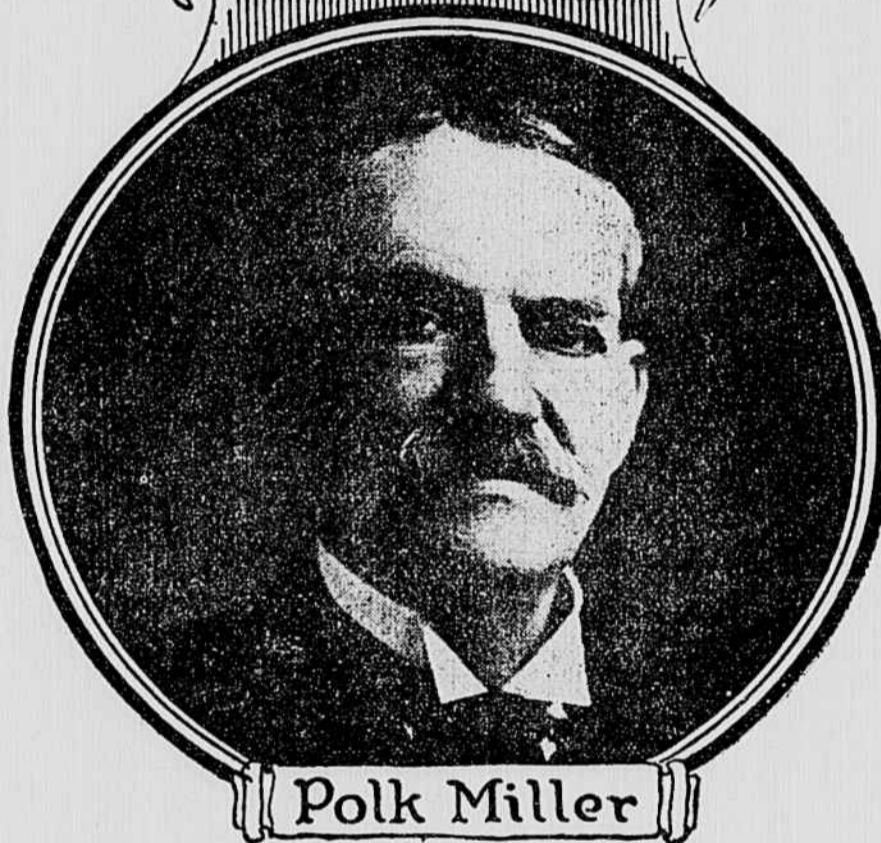
POLK MILLER DRUG COMPANY

Incorporates and Greatly Enlarges Facilities



Growth of Business

The progress of the Polk Miller Drug Company and Richmond is synonymous. Beginning just after the Civil War in a modest way, this famous old establishment has, by its business methods, character of merchandise, efficient service rendered and unfailing courtesy of its employees, made steady progress, year after year, until to-day the name of the Polk Miller Drug Company has more than local significance. Proprietary articles owned by this company, such as Sergeant's Dog Remedies, Victory Poultry Remedy, Polk Miller's Liver Pills, Cydonin, etc., have gained a national and world-wide distribution. The firm was managed many years under the guidance of the late Polk Miller, whose name was a sufficient guarantee in every business transaction. Upon the death of Polk Miller the active conduct of the business passed into the hands of his son, W. Withers Miller, who from early boyhood has been in touch with every phase of the business, and who has inherited the fundamental principles upon which this live and progressive business has been built. This firm adopts every approved modern method of conducting business. It has recently been incorporated and now with enlarged facilities have prepared themselves more fully to meet the demands of their ever-growing business.



Founder of the Polk Miller Drug Company and for Over Fifty Years Its Active Head.

Incorporates and Increases Organization

A charter was recently granted by the State of Virginia for the incorporation of the Polk Miller Drug Company, and the firm is now known as the Polk Miller Drug Company, Incorporated. The officers of the company are: Mr. W. Withers Miller, president; Mr. William D. Sheppard, vice-president; Mr. W. Henry Miller, secretary and treasurer. Mr. J. A. Ligon will be at the head of the Retail Drug Department, and Mr. L. H. Crowe will have charge of the Soda Water and Cigar Departments. Ample capital has been put into the new corporation, to meet the demands of the ever increasing business. Office and sales forces have been increased, and the business will continue to be expanded through the additional help and expert service of these new forces. Mr. W. Withers Miller will be president and general manager, Mr. William D. Sheppard and Mr. W. Henry Miller will manage the local and national salesmen and sales forces, and look after the selling end of the business for the proprietary remedies, which this company control and for which they have a national distribution. These two gentlemen have had years of experience as salesmen, and are thoroughly equipped for their respective duties. Mr. J. A. Ligon, although recently connected with the Retail Drug Department, has already thoroughly identified himself with the business. Mr. Lucius H. Crowe, has for the past fourteen years had charge of the Cigar and Soda Departments and has a wide and popular acquaintance. Service and Merit has been and will continue to be the key note of this business. When you buy from the Polk Miller Drug Company, Incorporated, you are sure to get only the best the market affords. Prescriptions are compounded carefully by graduate pharmacists. Packages will be delivered anywhere in the city. Everything connected with the Cigar Department is up to the standard, and a large and attractive variety of stock is shown. Fresh candies and delicious sodas have made the retail store an exceptionally popular place. This store is located near the corner of Ninth and Main Streets, in the heart of the business section, very convenient to office buildings, hotels, theatres, etc. The retail store occupies several thousand feet of floor space, as does the factory, located at the corner of Seventh and Franklin Streets.

LOCAL AND NATION-WIDE DISTRIBUTION



Polk Miller Drug Co., Inc., Retail Store,
Ninth and Main Streets

Sergeant's Dog Remedies "Victory" Poultry Remedy Polk Miller's Liver Pills

The above remedies, owned and controlled by the Polk Miller Drug Company, Incorporated, have a national and international reputation and distribution. The Sergeant's Dog Remedies are particularly well known, and can be had of all the leading drug and sporting goods houses throughout the country. This company has made a very careful study "of the diseases of dogs and how to treat them." Mr. W. Withers Miller has special charge of this department of the business, and his correspondence with dog owners all over the country is very extensive. After many years of experiment, prescriptions that had proven of great value were adopted, and are now known as Sergeant's Dog Remedies. The lives of thousands of valuable dogs have been saved by the timely use of these remedies. This concern receives voluntary testimonials every day from grateful dog owners from all sections of this and other countries, testifying to the great value of Sergeant's Dog Remedies. They are sold strictly on merit, and dealers do not hesitate to sell and recommend them.

Polk Miller's Liver Pills, like Polk Miller's name, are known by almost every one in this and other States of the South. They have been manufactured by this firm for the past thirty years, are sold strictly on merit and have a wide distribution.

"Victory" Poultry Remedy is another preparation that is recognized by an appreciative public as a standard and valuable remedy. Thousands of chicken raisers testify to the exceptional merit of "Victory" Poultry Remedy and use it extensively, because it gives "the best results." Salesmen will go out from time to time calling the attention of the trade to the advantages to be derived by carrying these various meritorious remedies. A nation-wide advertising campaign has been conducted for a number of years in such leading magazines as Saturday Evening Post, Ladies' Home Journal, Cosmopolitan, Collier's Weekly, Leslie's, and others. Advertising has also been done by booklets, circulars and other mediums of mail order advertising. Wonderful results are being secured from this advertising campaign, and the growth of the business has been phenomenal. The photos appearing on this page show the location of the Retail Drug Store, as well as where the manufacturing and general office of the company will be.



Polk Miller Drug Co., Inc., Manufacturing
Plant and General Office, Seventh
and Franklin Streets

Polk Miller Drug Company, Inc.